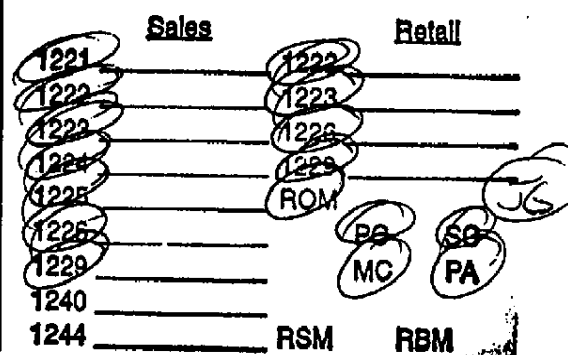


FSC-77-A		4/22/97	
SUBJECT: Announcements			
DISTRIBUTION:			
<u>X</u> AVP	<u>X</u> KAM	___ DM	
<u>X</u> RSM	<u>X</u> AM	___ RM	
<u>X</u> RBM	<u>X</u> AE	___ Sales Rep	
<u>X</u> ROM		___ Retail Rep	



Colleen Coyle, Director - Sales & Marketing Human Resources announces the following changes within the department:

**Sales Planning & Communications Group:**

- **Dick Luongo** assumes responsibility for Field Sales communications, ROU support and systems/tracking support.
- **Colin Uffindell**, who recently joined the group, is responsible for CAMEL, ECLIPSE, and multi-brand activities.
- **Floyd Cook** is responsible for WINSTON and SALEM.
- **Sharon Reid** is responsible for DORAL, MOONLIGHT, VANTAGE/MORE/NOW, and Forsyth.

Dick, Colin, Floyd, Sharon and Carla Davis report to Denny Bomgardner, Senior Manager - Sales Planning & Communications.

**Sales & Marketing Organizational Development Group:**

**Jack Borgen**, **Diane Faust** and **Marc Kruth**, National Managers - Information Analysis/Sales Applications, and **Susan Boyd**, Senior Sales Information Specialist, have joined the Sales & Marketing Organizational Development group. They report to Richard Cross, Senior Manager - Sales & Marketing Organizational Development along with Chris Minner and Vanessa Perry.

**Sales & Marketing Employment Practices:**

**Mary Carroll**, who recently joined the department, is responsible for Western and Mid-Western Sales Areas. **Gerry Deschenes** maintains responsibility for Northeast and Southern Sales Areas. They report to Colleen Coyle.

SALES & MARKETING HUMAN RESOURCES

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